



#### CONTACT/MORE INFORMATION:

If you are potentially interested in buying products from the Hub, please send the following information to Cullen at [cnaumoff@oberlinproject.org](mailto:cnaumoff@oberlinproject.org) or 330-465-1046. Thank you!

- Your name
- Name of institution/restaurant/buying entity
- Products from pilot phase (*reverse side*) you would consider buying
- Likely number of deliveries per week needed
- Products you would consider buying after the pilot phase



The Oberlin Project

# Oberlin Food Hub

A RESOURCE FOR BUYERS

# The Oberlin Food Hub will open its doors in July 2015.

## WHAT IS THE OBERLIN FOOD HUB?

The Oberlin Food Hub (Hub) is a food distributor of locally produced food to ease access to local wholesale buyers. The Hub offers a one-stop-shop for buyers interested in procuring both year-round and seasonal local products difficult to obtain otherwise. The Hub will include a commercial kitchen available for use by value-added food producers, restaurateurs, and entrepreneurs.

# Frequently Asked Questions

## HOW DOES THE HUB DEFINE "LOCAL?"

The Hub prefers to purchase food grown, raised, or made in the following counties of Ohio: Lorain, Huron, Erie, Medina, Wayne, Ashland, and Cuyahoga. Food from outside these counties will be considered on a case-by-case basis, taking into account product availability more locally and customer demand. All products will be from Ohio. Value added products, such as baked goods or pasta, for example, will not necessarily be made from 100 percent locally sourced ingredients, although the Hub will seek products that are. We guarantee complete transparency for our customers; all products will include information on location grown and percentage of locally sourced ingredients.

## WHO WOULD I BE BUYING FROM?

Products will be purchased from the Hub. The Hub will be sourcing demanded products from a variety of local producers and providing aggregation and distribution services. The Hub will have dedicated staff to work directly with buyers to help with account set-up and order management.

## HOW WILL I ORDER PRODUCTS?

The Hub will offer an online ordering system. Because of the inherent seasonality of many local products, a real-time ordering system will enable customers to see what is available daily. The Hub's aggregation and distribution warehouse will be in Oberlin, central to both farms and customers. We anticipate that products will be delivered within 36 hours of ordering.

## HOW WILL DELIVERIES OCCUR?

The Hub will provide full-service delivery two days per week. Special arrangements for pick-up and/or delivery outside of the regularly scheduled two-day delivery will be made on a case-by-case basis.

## DO I NEED TO MEET A MINIMUM BUYING REQUIREMENT?

Yes, the Hub will require a minimum purchase of \$50. Special arrangements may be available for those customers that wish to pick up orders directly from the Hub with advance notice.

## HOW WILL PRODUCTS BE PRICED?

The Hub is committed to paying farmers/producers a fair price as well as offering competitive prices to buyers. An anticipated price list for products will be available at the beginning of each growing season, and specific prices will be listed through the online ordering system.

## WHAT TYPE OF PRODUCTS WILL YOU HAVE?

During Phase 1, expected to run July 2015-April 2016, the Hub expects to have the following products for sale:

- Honey
- Maple syrup
- Rolled oats
- Black beans
- Corn meal
- Golden white, soft wheat pastry flour
- Potatoes
- Sweet corn
- Chicken
- Eggs
- Peaches and/or apples
- Greens (salad mix and spinach)
- Squash (summer and winter)

During Phase 2, the Hub will offer the full range of locally grown and produced products, including vegetables, fruit, meat, dairy, eggs, grains, dried beans, flours, honey, syrup, and value added products. The Hub will work directly with wholesale buyers to fulfill specific needs by contracting with interested farmers to grow crops that are in particularly high demand and/or not readily available locally. We'd also like to know what types of products you would be interested in purchasing. (Please see reverse for how to contact us.)

## WILL THE HUB'S PRODUCTS BE FROZEN?

While most of the products offered will be fresh, we do anticipate offering the majority of our meat products frozen. Additionally, the Hub will have flash freezing capabilities in 2017, enabling the preservation of produce at the height of production for later sale.

## WILL THE PRODUCTS OFFERED MEET GAP SAFETY REQUIREMENTS?

All suppliers will be required to submit and have on file a Farm-Food Safety plan, updated with the Hub Annually. Produce that is Good Agricultural Practice (GAP) certified will be identified. Starting in 2017, all suppliers will be required to complete OSU Extension's GAP training course.

## WILL THE HUB OFFER ORGANIC OR HUMANELY RAISED CERTIFIED PRODUCTS?

Yes, although those products will likely be in smaller supply than conventional products. At this time, the Hub does not require suppliers to grow in any particular manner.